oo	Date	Name	Contact	Email	Next Call Date	Next Meeting	Remarks
Met & Follow	8/8/2023	Mr Kwong	61560814			2023/9/1	8/8/2023 cold call. Would like to meet on 10/8/2023 1830 at Kwai Fong Kwai Chung Plaza 大家樂 . He owns AIA mpf, explain it to him 11/8/2023 he is 大判, build bridge. Work in new company for 2 months. Will combine MPF on sept. call him again on sept.
Died	8/8/2023	Mr Lee	93662124			Died	8/8/2023 cold call. Would like to meet on 10/8/2023 1200 at sham Shui po golden computer McDonald's . He owns AIA policy, may be MPF or group medical 10/8/2023 work in Sham Shui Po as guard. very nervous. checked should be no mpf in AIA
Died	8/8/2023	Ms Chau	51663069			Died	8/8/2023 cold call. Would like to meet on 9/8/2023 0930 at Yau ma tei exit a2 kfc. Not sure what policy she owns 9/8/2023 change time 11/10/2023 she found AIA CS, no need agent
Call again	10/8/2023	Mr Chen	93459112			2023/8/20	10/8/2023 he is in mainland now, call around 20/8/2023 to make appointment.
Call again	10/8/2023	Ms Wong	93026981			2023/9/1	10/8/2023 busy now, call on early sept to follow up
Call again	10/8/2023	Mr Li	92800382			2023/9/1	10/8/2023 he in mainland, call in 2 weeks to make meeting schedule
Call again	10/8/2023	Mr Li	92231849			2023/9/1	10/8/2023 busy now, call around sept 2023 to make appointment
Met & Follow	10/8/2023	Mr Lam	63335083			2023/9/1	10/8/2023 Mr Lam 63335083 10/8/2023 made an appointment will meet at Shatin 新城市廣場L6 10/8/2023 13:00 , he has a saving plan in AIA 11/8/2023 met him at 新城市廣場L6 位原唐 Sales. he will travel to US on Nov. request some information of travel insurance
Met & Follow	11/8/2023	Mr Chen	67012837			2023/8/23	11/8/2023 Mr Chen 67012837 11/8/2023 want to meet at 元朗廣場Starbucks, want to get information of saving and some update information
Call again	16/8/2023	Ms Cheng	51617369			2023/8/23	23/8/2023 Ms Cheng 51617369 23/8/2023 want to meet at Popcorn Starbucks 21/8 1730 Monday, want to get information of saving and some update information
Met & Follow	16/8/2023	Mr ChoYee Jun	60733429			2023/8/23	23/8/2023 Mr Cho Yee Jun 60733429 thomdotcho@gmail.com 23/8/2023 want to meet at North Point AIA Plaza Starbucks 23/8 18:00 Wed, want to get information of saving and some update information 6/10/2023 his policy number is B363051013 愛無憂3 已付清

oo	Date	Name	Contact	Email	Next Call Date	Next Meeting	Remarks
Died	20/8/2023	Mr Kris	62932625			Died	20/8/2023 Mr Kris 62932625 20/8/2023 want to meet at IFC Starbucks 21/8 16:00 Mon, want to get information of saving and some update information 20/8/2023 checked with him, he said no need la
Met & Follow	22/8/2023	Mrs Wong	62785781			2023/8/23	22/8/2023 Mrs Wong 62785781 22/8/2023 cold call, want to meet on 23/8/2023 Hung hom MTR MCD get information of saving and update promotion.
Died	2023/8/22	Ms Shek	66388058			2023/8/26	22/8/2023 Ms Shek 66388058 22/8/2023 cold call, want to meet on 26/8/2023 at 佐敦百誠大廈 MCD get information of saving and update promotion. reschudle to early sept.
Call again	22/8/2023	Ms Mak	69168285			-	22/8/2023 Ms Mak 69168285 22/8/2023 cold call, want to meet on 5/9/2023 16:00 at APM starbucks get information of saving and update promotion. 5/9/2023 Keep Calling , NBA
Met & Follow	2023/8/28	Mr Chan	94914079			2023/9/11	28/8/2023 Mr Chan 94914079 28/8/2023 cold call, want to meet on 11/9/ 16:00 Tsuem Wan 麗城廣場MCD 2023/9/11 his agent is passed away, no agent follow up his policy. his ex-agent sec name is Jenny , 66806042 2023/10/11 he will have surgery this month no time to meet, 割膽石
Died	2023/8/30	Mr So	66283090			Died	30/8/2023 Mr So 6628 3090 30/8/2023 cold call, want to meet on 9/9 15:00 大埔超級城 MCD 5/9 died no need , he had aia mpf transffered to other company la, no policy. not interested to meet or get any update information
Met & Follow	2023/8/31	Ms Wong	62556345			2023/11/20	4/9/2023 Ms Wong 62556345 4/9/2023 cold call, want to meet on 4/9 18:00 at gateway twr 1 3405 rm, met ms wong, she works in central , no idea about critical vs medical , she has 2 policies , one in AIA and one in BEA. Helped her to check AIA account , will meet her again next week. 1/11/2023 gave her GP2 promotion plan, follow up later
Met & Follow	2023/8/31	Ms Chan	90429066			-	5/9/203 Ms Chan 90429066 5/9/2023 cold call, want to meet on 駿景商場 MCD 6/9/2023 met , 好拒緊, 有一份 BEA Saving plan 10月到期。Asked about the GP2 information, and promotion. asked should we give her a illstulation, she replied not at the moment.

oo	Date	Name	Contact	Email	Next Call Date	Next Meeting	Remarks
Call again	2023/9/4	Mr Ying	97893471			2023/9/11	4/9/2023 97893471 Cold call , want to meet on 11/9/2023 19:00 Tse wan shan Center mcd 5/9/2023 NBA
Died	2023/9/4	Mr Tam	93038570			Died	4/9/2023 93038570 Mr Tam, want to meet on 8/9/2023 18:00 Kwai fong MCD 5/9/2023 他沒空見亦不想見不是姓譚 留了兩個電話 另一。個是財務公司電話。 不肯透露姓咩
Died	2023/9/5	Mr Lam	96859538			Died	2023/9/5 96859538 Mr Lam, want ot meet on 12/9/2023 17:30 荃新天地starbucks 2023/9/12 transferred to Co Co
Done	2023/9/15	Li Wai Ling	91005152		Done	2023/9/27	2023/9/15 91005152 Ms Lee, want to meet on 27/9/2023 17:30 APM MCD 2023/9/27 Met in Yau Tong, she has 17 policies. will call her for next meeting to describe her policy
Died	2023/9/15	Mr Chan	51256051			Died	2023/9/15 51256051 Mr Chan, want to meet on 19/9/2023 18:00 新城市MCD. 19/09/2023 Met Mr Chan and Ms Chan (daughter) at Wo Che MCD, he live in Wo Che. He has AIA agent.
Died	2023/9/15	Mr Wong	93594322			Died	2023/9/15 93594322 Mr Wong, want to meet on 20/9/2023 18:00 LAngham Place Starbuck 2023/9/16 called, he said I called wrong number
Died	2023/9/15	Ms Wong	91046110			Died	2023/9/15 91046110 Ms Wong, want to meet on 21/9/2023 18:00 北角寶馬道MCD 2023/9/20 Ms Wong request to change to 27/9/2023 at 15:00 27/9/2023 died, she said she called to AIA, AIA said they won't send out agent to follow case. so she feel we are fake.
Died	2023/9/15	Mr Lui	93381612			Died	2023/9/15 93381612 Ms NA, want to meet on 26/9/2023 13:00 APM Starbucks 2023/9/20 confirmed with Mr Lui, he want to meet at IFC starbuck 11:00 26/9/2023 . Call center mixup voice record. 26/9/2023, the number cant call in, he said he is ms tam not mr lui, strange ppl. cancel today appointment and call him again on 5/10 to reschedule
New	2023/9/20	Mr Cheng	91961199			2023/10/4	2023/9/20 91961199 Mr Cheng, he want to meet on 4/10/2023 16:00 銅鑼灣廣場MCD 2023/10/11 NBA

oo	Date	Name	Contact	Email	Next Call Date	Next Meeting	Remarks
Met & Follow	2023/9/22	Ms Lee	93872318		2023/10/5	2023/9/25	22/9/2023 93872318 ms lee want to meet on Monday 1500 at 新都會1期3307室in her office 25/9/2023 her company name is marcolin, she has a ilas in AIA, will expired on 2025. give her some saving / medical information later.
Died	2023/9/26	Mr Lai	94890789			Died	2023/9/26 94890789 Mr Lai, he want to meet on 10/10 19:00 Tuen Mun 廣場Starbucks 2023/10/11 replied he with AXA policy only, no need AIA
Urgent	2023/10/9	Joey Chan	92777337			2023/10/16	2023/10/9 92777337 Mr Chan want to meet on 12/10/2023 at 19:00 鯉魚門廣場KFC 2023/10/11 changed schedule to 16/10/2023 around 21:00
Met & Follow	2023/10/11	Ms Wong	93020376			2023/10/16	2023/10/11 93020376 Mrs Ho (Ms Wong) wWant to meet 16/10 15:00 chai wan sun chui plaza KFC
New	2023/10/11	Mr Cheung	95501896			2023/10/16	2023/10/11 95501896 Mr Cheung Want to meet on 16/10/2023 at 19:00 石離商場MCD
Died	2023/10/11	Ms So	68184088		Died		2023/10/11 68184088 Ms So want to meet 16/10 , date to be confirmed, her agent is no longer work in AIA, she is in Quanchou now.
Died	2023/10/12	Mr Yau	61382956			Died	2023/10/12 61382956 Mr Yau, want to meet at 天水圍天頌苑 MCD 2023/10/17 去到先發神經 話我是騙子
Urgent	2023/10/16	吴晨宇	86 18689463919			2023/10/27	2023/10/27 mr ng will come from shenzhen to TST open BEA bank account, his chinese id is 440301199812296771 , 港澳通行証 C77239127. from 小紅書
Died	2023/10/16	Mr Cheung	65001193			Died	2023/10/16 mr cheung (speak mardain) want to meet on 30/10 18:00 at new town plaza starbuck
Done	2023/10/17	Lin Birus	95213581		Done	2023/10/25	2023/10/17 Ms Lam want to meet on 25/10 16:00 at 土瓜環浙江街31號
New	2023/10/30	Mr Liu	60985893			2023/10/30	want to meet in tuen mun siu hong MCD asked about MPF and insurance 30/10/2023 19:00
Met & Follow	2023/10/30	Mr So	57620387			2023/10/31	want to meet at 中港城 starbucks 31/10 19:00 31/10/2023 met. he is Chinese mainland live & work in TST , seems low educated. only MPF in hk, no hk insurance, all assets in china. 湛江人
New	2023/10/30	Mr Ho	95032344			2023/10/31	Want to meet 1/11/2023 1930 康怡廣場Starbucks
New	2023/11/1	Mr Chan	65069567			2023/11/1	want to meet on 1/11 at 18:00 in 西九龍中心KFC 15/12/2023 temporary no need now

oo	Date	Name	Contact	Email	Next Call Date	Next Meeting	Remarks
Urgent	2023/11/1	Mr Tse Shu Hong	61954239		2023/12/31	2023/11/8	2023/11/1 61954239 he want to meet on 9/11 at sheung shui HKJC MCD at 19:00 2023/12/6 6/12 met, help him check mpg account
New	2023/11/1	Ms Yu	51279205			2023/11/9	2023/11/1 51279205 she want to meet on 9/11 at 16:00 in 大圍道 MCD
New	2023/11/10	Ms Unknown	92121718			2023/11/13	2023/11/10 18:30 she want to meet on 13/11 1830 at Kwai Fong Sun Dou Wou MCD 15/12/2023 NBA
Met & Follow	2023/11/13	Mr Wu	95149390		-	2023/11/20	2023/11/13 he want to met on 20/11/2023 at 19:00 薄扶林消防分區宿舍18樓a Met, his insurance is accident aig , very cheap and terrible wife
Died	2023/11/14	Mr Suen Kin Ho	59245087		Died	2023/11/23	2023/11/14 he want to meet on 23/11/2023 at 17:00 慈雲山中心MCD 弱智人士，work in mcd, very very low income, no saving.
New	2023/11/21	Mr Lai	61217183			2023/11/21	2023/11/16 he want to meet on lam tin 匯景花園mcd 18:00 21/11/2023 15/12/2023 NBA
New	2023/11/23	Mr Lai	92278813			2023/11/30	he want to meet on 嘉胡銀座mcd 30/11/2023 at 19:00
New	2023/11/23	Mr Chu	93192110			2023/11/30	he want to meet on 洪水橋MCD 30/11/2023 16:00
New	2023/11/23	Mr Chu	92111860			2023/12/5	he want to meet on 5/12/2023 at 16:00 Mei fu plaza mcd 15/12/2023 will meet at 19/12/2023 15:00 Mei fu 牛車水餐廳
New	2023/11/28	Mr Chan	92381082			2023/12/4	he want to meet on chai wan mtr Mcd 4/12/2023 19:00
Died	2023/11/29	Mr Wong	56311128		Died	2023/11/29	2023/11/16 he want to meet on sheung shui 上水匯starbuck 20:30 Called, 玩野
Died	2023/12/6	Ms Ho	92471330		died	2023/12/6	she want to meet at tai po mtr mcd 6/12/2023 1830 6/12/2023 met she is teacher in primary tin Shu wai, 2 sons, she has a medi saving, interested in gp2 and upgrade medi saving 29/12/2023 met her again, when she read the proposal she is getting crazy , donnt want to listen anything. seems she dont have money to buy
Died	2023/12/7	Ms Au	96332383		Died	2023/12/7	she want to meet at diamond hill mcd 7/12/2023 18:00 2023/112/7 she cancelled appointment cos her husband work tonight, husband has a medical saving plan inn air, non agent already 15/12/2023 her husband said no need to change agent atm.
New	2023/12/7	Mr Wong	66074848			2023/12/12	he want to meet at apm starbuck 12/12/2023 18:30 15/12/2023 nba

oo	Date	Name	Contact	Email	Next Call Date	Next Meeting	Remarks
New	2023/12/7	Ms Tsang	94883590			2023/12/13	she want to meet at San Po Kong 愈秀MCD 13/12/2023 17:30 15/12/2023 will meet on 19/12/2023 18:00 san po kong
Died	2023/12/10	Ms Pang	53344239		Died	2023/12/13	she want to meet at 青衣MCD 13/12/ 10:00 12/12/2023 her agent call her every year. so no need la
Done	2023/12/10	Mr Si Long Wing	93694721		2023/12/27	2023/12/18	he want to meet at tst星光行MCD 18/12 18:30 18/12/2023 met , he is hr work in 1st, live in faling, have 2 policies in aia, one is medical one is accidental from broker, 23 years old
Died	2023/12/11	Ms Yung	91620532		Died	2023/12/11	She want to meet at 新都會廣場 mcd 11/12/2023 16:00 15/12/2023 no need la , found agent
New	2023/12/14	Ms Chan	97889857			2023/12/14	she want to meet at tin shui wai 天耀商場 mcd 14/12/2023
Call again	2023/12/15	Mr Lau	93139491			2023/12/19	15/12/2023 he want to meet at sheung shui 上水匯19/12/2023 20:00
New	2023/12/15	Mr Lung	95257206			2023/12/19	15/12/2023 he want to meet at Yuen Long Starbuck 19/12/2023 18:00, called him and cutline
New	2023/12/15	Ms Chan	62710361			2023/12/20	20/12/2023 she want to meet at kinn lei dei shing mcd 20/12/2023 16:00
Met & Follow	2023/12/15	Mr Ho	93005416			2023/12/21	16/12/2023 he want to meet one 21/12/2023 18:00 at Tak of mcd
New	2023/12/18	Ms Yo Yo	93136152			2023/12/27	2023/12/18 she want to meet at tuen mun plaza starbuck 27/12/2023 1715. Met she works at lab in tsing yi. her sister name river. age 23. interested to upgrade
Call again	2023/12/21	Mr Wong	56347850			2023/12/28	2023/12/28 he want to meet on 28/12/2023 at 16:00 土瓜環 翔龍灣廣場mcd
New	2023/12/21	Ms Wong	95196464			2024/1/4	2023/12/21 she want to meet on 4/1/2024 at tai po 大埔超級城 starbucks 19:00
Met & Follow	2023/12/31	Ms Wong	61569686		2024/1/17	2024/1/3	"2023/12/31 she want to meet at tko plaza 3/1/2024 1700. 2024/1/3 met, she and her husband has 4 policies each. transfer ac to kelly, will check and set new proposal to them later. she is parttime waitress and her husband is cook, 65aged. work in tko plaza, live in fu hong, she cut 子宮at 37aged" her husband name chow kam Hoi tel: 97180886. Mr Chow Kam Hoi User: 081470142 Pass - Ckh97180886!

oo	Date	Name	Contact	Email	Next Call Date	Next Meeting	Remarks
Died	2023/12/31	Mr Chow Yuk Ping	94888251			2024/1/8	2023/12/31 he want to meet at new town plaza starbucks 8/1/2024 at 1830 6/1/2024 confirmed meeting 8/1/2024 new town plaza starbucks 9/1/2024 met, he was 馬伕 in hkjc, retired now, pastime in hkjc . have 2 policies in aia, critical and accidental. one son, one daughter. live in Shatin .
Died	2024/1/3	Ms Chan	91366781			2024/1/15	2024/1/3 she want to meet at Langham plaza starbuck 15/1/2024 at 1800. 4/1/2024 she replied her existing agent already called her. no need la
Call again	2024/1/10	Ms Tam	60505717			2024/1/11	2024/1/9 she want to meet at 衛城道mcd, 11/1/2024 15:00
Call again	2024/1/18	Ms Leung	97011799			2024/1/18	2024/1/10 she want to meet on 18/1/2024 12:30 at telford MCD . 2024/1/19 called wrong person and wrong number
Done	2024/1/18	Mr Au Tim Loi	96209886		2024/1/23	2024/1/19	he want to meet on 19/1/2024 tai po 大埔超級城starbuck. 19/1/2024 met, his wife passed away on nov 2023. he want to combine his policy 30/3/2024 bought 50k use gp3 for 5 years. Pass : Tim==1960
Call again	2024/1/18	Mr Lee	98714244			2024/1/23	he want to meet on 23/1/2024 APM starbuck 10:00. 2024/1/22 NBA
Call again	2024/1/26	Ms Chau	57233271			2024/1/26	she want to meet on 26/1/2023 銅鑼灣廣場mcd 12:30 2024/1/31 call her after lunar new year tenth
Call again	2024/1/26	Ms Yurisa	97790242			2024/2/1	she want to meet on 1/2/2023 鯉魚門廣場KFC 15:00 2024/1/31 whatsapp she is not free to meet
Call again	2024/1/29	Mr Lee	94252913			2024/1/29	he said meet at tsuen wan 路德圍 MCD, 17:00 29/1/2024. 2024/1/28 he said call him after lunar new year, not free to meet
New	2024/1/31	Mr Cheung	60186240			2024/1/30	He want to meet at Kln bay max starbucks 30/1/12:00
Died	2024/1/31	Mr Law	91005210			2024/1/31	He want to meet at east point city pacific coffee 11:00 31/1 31/1/2024 he said he found AIA agent and met
New	2024/1/31	Mr Lam	92751104			2024/1/31	2024/1/31 he want to meet at tin Shu wai 耀澤商場 MCD 31/1 14:00
New	2024/1/31	MS Cheung	51125480			2024/2/1	She want to meet at wong tai sin centre mcd 1/2 14:00
New	2024/1/31	Ms Chung	62765615			2024/2/2	2024/2/2 she want to meet at hopewell Starbucks 2/2 16:30
New	2024/1/31	Mr Cheng	52815864			2024/2/5	2024/2/5 he want to meet at night, not confirm address yet 5/2/2024 19:00
New	2024/1/31	Mr Lee	90869165			2024/2/5	2024/2/5 he want to meet at Kowloon city 晴朗商場 5/2/2024 14:00
New	2024/1/31	Mr Cheng	52815864			2024/2/5	2024/2/5 he want to meet at 荃新天地Starbucks 19:00 5/2
New	2024/1/31	Andrew	61235023			2024/2/6	2024/2/6 want to meet at causeway bay McDonald 6/2/2024 16:00

oo	Date	Name	Contact	Email	Next Call Date	Next Meeting	Remarks
New	2024/1/31	Mr Mok	61818187			2024/2/7	2024/2/7 he want to meet at whampoa garden McDonald 7/2 14:00
New	2024/1/31	Ms 向	51111286			2024/2/7	2024/2/7 want to meet at Tao Kwao wan McDonald 17:00 7/2/2024
New	2024/1/31	Eric	68576686			2024/2/8	Want to meet at north point hop fu Center McDonald 8/2 13:00
New	2024/1/31	Ms chu	95856225			2024/2/9	Want to meet at hopewell Starbucks 9/2 13:30
New	2024/1/31	Elephant	92533677			2024/2/17	Want to meet at 荃新天地Starbucks 17/2 16:00
New	2024/1/31	Ms Law	92091070			2024/2/19	Want to meet at Hollywood plaza McDonald 19/2 10:00
Died	2024/2/1	Ms Wong	92127535			2024/1/25	2024/1/25 called want to meet at tune mun plaza Starbuck.25/1/2024 18:00 2024/1/28 met her at two plaza mcd, she challenged every products said has lots of saving products,
New	2024/2/19	Ms Liu	55979695			2024/2/21	Want to meet at 港威34/f 21/2/2-24 12:00
New	2024/2/19	Mr chan	62085489			2024/2/26	Want to meet at 香港仔中心mcd 26/2 19:00
New	2024/2/19	Ms cheng	61886913			2024/2/27	Want to meet at Tsing Yi cheung Tsing Tsuen mcd 27/2/2024 13:15
New	2024/2/19	Ms Sam	55097035			2024/3/2	Want to meet at wong tai sin Center mcd 2/3 11:00
New	2024/2/20	Mr eric	69027719			2024/2/26	Want to meet at 26/2 11:00 中環廣場pacific coffee
Done	2024/2/20	Mr Lau Wing Ming 才叔	66284533		2024/3/10	2024/2/28	Want to meet at shatin 好運中心mcd 14:00 28/2 4/3 confirmed 5/3 13:00 wo che mcd 13:00, met he is retired driver 中港司機, his wife work in 食環, 2 daughter , 1 son . mrs lau want to know about mpf and saving daughter - lau nga ting 14/12/1989 daughter - lau nga sze 20/12/1990 son - lau yung to - 15/7/1994
New	2024/2/20	Mr leung	60500048			2024/2/29	Want to meet at 香港仔中心 mcd 18:00 29/2 4/3 nba
Call again	2024/2/20	Mr wong	56456846			2024/3/2	Want to meet at Tuen Mun plaza Starbucks 2/3 18:00 4/3 voicemaail
Died	2024/2/20	Mr tsang	61246816			2024/3/5	Want to meet at Tuen Mun siu hong plaza mcd 20:00 5/3 4/3 he said he contacted to his exsting agent la no need to meet
Call again	2024/2/20	Ms ho	62755137			2024/3/7	Want to meet at central ifc Starbucks 7/3 12:30 4/3 voicemail
Died	2024/2/26	Ms Li Woon Ning	65000284		2024/3/10	2024/3/4	Want to meet at telford Starbuck 11:00 4/3 confirmed meet at telford mcd 5/3 11:00, met she is 84 years old with 2 son, 1 grandson, retired. 1 life in aia and 1 life in chinalife
Died	2024/2/26	Ms Wong	65159881			2024/3/5	Want to meet at hollywood plaza mcd 11:00 8/32024/3/4 confirmed with ms wong she dont have aia policy, only axa.

oo	Date	Name	Contact	Email	Next Call Date	Next Meeting	Remarks
Call again	2024/2/26	Ms Lee	69930335			2024/3/5	Want to meet at tsing yi Shing mcd 5/3 14:00 4/3 voicemail
Died	2024/2/26	Mr Tam	55623632			2024/3/8	Want to meet at tuen mun plaza starbucks 18:00 4/3 confirmed his existing agent no need la
New	2024/2/26	Ms Leung	96757875			2024/3/9	Want to meet at tsing yi shing mcd 9/3 14:00
Urgent	2024/2/26	Mr Chung	65017702			2024/3/11	Want to meet at tsuen wan 愉景新城mcd 11/3 19:00 - confirmed schedule 11/3 met, he is it, salary 45k, has a medi n saving inn aia
Urgent	2024/2/28	Mr Tsui	69985191			2024/3/5	Want to meet at quarry bay hong yee starbucks 5/3 20:00 4/11 confirmed meet at 6/3 20:00 quarry bay sun wai bldg 11/3 met he is construction pm, has a daughter, some insurance bought in prudential
Died	2024/3/1	Ms Wong	65159881			2024/3/5	want to meet at hollywood plaza mcd 5/3 11:00 4/3 confirmed she dont have aia policy only axa
Died	2024/3/1	Ms Wong 王碧蓮	52661096			2024/3/14	want to meet at north point mtr mcd 16:00 14/3 4/3/2024 confirmed schedule 1540 14/3 met, she has a policy in aia, dont want to buy again. no need change agent
Call again	2024/3/7	Ms Law	66411976			2024/3/13	want to meet at new town plaza 13/3 19:00 12/3 nba
Call again	2024/3/7	Mr Hong	61065076			2024/3/16	want to meet at kwai chung plaza mcd 16/3 17:00 13/3 NBA
New	2024/3/7	Mr Ho	65236526			2024/3/18	want to meet at langham starbuck 14/3 10:30. 13/3 amended to 18/3 10:30 same location
Died	2024/3/7	Mrs Li	60332823			2024/3/113	want to meet at 13/3 10:00 new town plaza Starbuck. 13/3 met, she dont have aia policy. only Cigna now . not interested to buy anything
New	2024/3/13	Ms Lee	96381996			2024/3/18	want to meet at IFC starbucks 18/3 15:00
New	2024/3/16	Mr Lau	94832090			2024/3/22	want to meet at wong tai sin centre mcd 22/3 119:00
Died	2024/3/23	Mr Lee	65785218			2024/3/27	want to meet at tin shui wai chung foon shopping center mcd 27/3 18:00 24/3/2024 found agent
Call again	2024/3/23	Mr Lau	95846319		2024/5/30	2024/3/28	want to meet at tai wo hau mcd 28/3/19:00 28/3 met, he works at 會展，lots of ilas in BEA Bank, want to buy Aunnity, will be expired on May 2024
New	2024/4/8	Mr Tao	96732720			2024/4/8	Want to meet at Langham starbuck 8/4 at 19:00

oo	Date	Name	Contact	Email	Next Call Date	Next Meeting	Remarks
New	2024/4/8	Ms Lo	96000929			2024/4/11	want to meet at sheung shui center pacific coffee 11/4 11:00
New	2024/4/8	Janet	98618093			2024/4/15	want to meet at ifc starbucks 15/4 15:00